



TENNESSEE REAL ESTATE News-Journal

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Martin E. Edwards, Jr. Wins Coveted Tune Award



Pictured from left to right: Commissioners Percy Wilkins, L. A. Westley, Grace Kroeger, Betty Smith, Tune Recipient Martin E. Edwards, Jr., Commissioners Bobbi Gillis, Frances Almany and Adren Greene

Martin E. Edwards, Jr. has been awarded the 1999 William C. "Bill" Tune, Jr. Award for Excellence in Real Estate Education. Mr. Edwards' dedication to real estate education has spanned 25 years and includes being named "Educator of the Year" in 1986 by the National Association of REALTORS®, achieving the Certified Commercial Investment Member certificate, developing a study of "Low Income Rental Housing Needs Assessment" for the City of Memphis, serving two terms as a Trustee on the University of Memphis Education Foundation and assisting in forming the Education Foundation for the Memphis Area Association of REALTORS® while serving as president of that organization.

Mr. Edwards will serve as president of the National Association of REALTORS® for the year 2002.

While Mr. Edwards has been promoting and teaching real estate education and successfully working in the real estate industry he has also been active in his community. He received Certificates of Recognition for Outstanding Community Service from the city of Memphis in both 1990 and 1994, is past chairman of the Davis YMCA of Memphis, past state president of the Tennessee Optimist Clubs and a member and chairman of the City of Memphis Health, Education and Housing Facility Board.

Mr. Edwards enjoys playing "Fat Ball" (a type of hand ball played with a larger ball) two to three times a week. He and Nancy,

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Commissioners Love and Gamble Each Serve for 10 years

Commissioners John G. Love, Sr. and Robert L. (Bud) Gamble were recently honored at a dinner in Johnson City by their fellow Commissioners and Commission staff members for serving ten years on the Tennessee Real Estate Commission. Commissioner Love served as chairman of the Commission from July 1991 through June 1993 and was vice chairman from July 1990 to June 1991. Commissioner Gamble served as one of the two public members of the Commission.

Commissioner Love is an avid proponent of single licensure for real estate professionals. Single licensure is currently available only in Colorado. He is also very interested and involved in examinations and continuing education for licensees.

Commissioner Gamble, a road builder in Chattanooga,

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On a More Positive Note ---

By Bobbi Gillis, Chairman

I am often told that everyone automatically turns to the disciplinary actions in each edition of the TREC News-Journal, but I would like to share with you some of the other, more positive aspects of a Real Estate Commissioner's job. The Commission meets monthly in open session and we attempt to move the meetings around the state to provide Tennessee licensees the opportunity to attend our meetings. We encourage you to visit our meetings when we are in a location near you.

We deal with issues such as approval of education courses and sponsors, updating rules and regulations to serve the needs of licensees and protect the public, analyzing the opportunities and effects of new technology, and discussing specific problems that plague real estate within our state as well as other parts of the country.

Actually, we as a Commission act as our state's strategic planning body with regard to real estate. Our job requires that we listen to problems that our licensees are experiencing and analyze the situations to see if we can solve the problems with consistence through establishing rules, regulations or policy statements. Sometimes this is difficult since not every area of the state faces the same problems. Often our urban areas face a very different set of problems than our more rural areas, and we definitely see

distinct differences among the three grand divisions of our state.

We also maintain membership in ARELLO (Association of Real Estate Licensing Law Officials) which meets about four times a year to share ideas and discuss how other states are handling similar problems. Interaction with other state boards and commissions helps us to look beyond today's complaints to potential issues. Now with the extensive use of the internet and a global economy, we are even more closely connected to the other jurisdictions of our region, our country and now the world.

Another area of our responsibility is education. Since we have mandatory education requirements, we review and approve courses as well as providers. This year we held an education forum where we met with instructors from schools all over the state to try to better serve and educate our licensees. Another part of our educational process consists of the annual seminars presented in several locations across the state that inform our licensees of changes in the law and rules, risk reduction, and any other issues that may be of concern to them.

We spend time on our testing process by establishing requirements and standards for testing which are then put out for bids to national testing companies. We strive to make the tests you take for licensing more relevant and indicative of the profession. We also deal with the negotiation and bidding process for your Errors and Omissions Insurance. Tennessee has one of the lowest premium

rates in the country.

We review current rules, regulations and policies from time to time and go through the process of making changes which requires a rulemaking hearing, Attorney General scrutiny and legislative approval.

So you can see that your Real Estate Commission does deal with more issues than just discipline and to do our job properly, we want to listen to your needs and concerns, and be involved, forward thinkers who are willing to keep our state moving forward in the area of real estate regulation. Believe it or not, being proactive rather than reactive is the best way to administer our charge of protecting the public - the citizens of the great State of Tennessee.

**1999 Statute Changes
For TREC Can be Found
on Tear Off Section of
this News-Journal**

Commissioners Love and Gamble Serve 10 Years

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was actively involved in building the Ocoee River facilities which were used for the Summer Olympics held in Tennessee several years ago. He is also a current member of the Tennessee Board of Regents.

The Commissioners and staff of the Tennessee Real Estate Commission applaud Commissioners Love and Gamble for their outstanding contributions to the Commission as it strives to fulfill its mission of protecting the citizens of Tennessee.

DISCIPLINARY ACTION

MAY 1999

Barbara Sparks

License no. AF17150
Memphis, Tennessee

Consent Order: Respondent on multiple occasions mishandled earnest money, threatened complainants with civil action if complainants did not pay full commission on a listing that was lost by the respondent's firm, attempted to close transactions without proper firm affiliation and has other complaints on file with the Commission.

Penalty: Respondent agreed to **Revocation** of her license to practice real estate in the State of Tennessee.

Sheldon Rosengarten

License No. B53193
Memphis, Tennessee

Consent Order: Respondent, acting as a buyers' agent allowed complainants to enter homes and respondent did not stay with the potential buyers.

Penalty: Respondent shall pay a civil penalty of \$1000.00.

Bobby Lannom

License No. AF8920
Lebanon, Tennessee

Consent Order: Respondent had agreed by consent order in April 1996 to downgrade his license to affiliate broker. In the fall of 1998 the respondent's broker left the respondent's firm and respondent did not promptly replace the broker nor did he transfer his license to another firm.

Penalty: Respondent agreed to extend his probation until March 1, 2001 and if he should transfer his license to another firm or be released by Crye Leike, his license shall immediately become null and void.

Jeanette Bowden

License No. AF257411

Dudley Bowden

License No. AF255756

Consent Order: Jeanette Bowden listed property which her husband Dudley Bowden attempted to buy without either respondent disclosing the relationship to the complainant.

Penalty: Respondent agreed to pay a civil penalty of \$1000.00.

JUNE 1999

Richard P. Sharpe

License No. PB269433

William K. Haney

License No. B218830

Consent Order: An audit by a Commission auditor revealed the firm ReMax Elite was not depositing earnest money in a timely manner. Mr. Haney did not properly or prominently disclose the firm name in magazine advertisements and further Mr. Haney was making improper payments of compensation to assistants based directly on his sales.

Penalty: Respondents shall pay a civil penalty of \$1000.00.

Martin E. Edwards, Jr

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his wife of 36 years, have a daughter who practices law in Atlanta, a son who is a lobbyist in Washington, DC and a granddaughter. It is interesting to note that there is a four generation tradition of Martins whose monograms read MEE.

At the award luncheon held at the Memphis Marriott Downtown, Tennessee Real Estate Commission Chairman

Bobbi Gillis stated "Mr. Edwards' activities in both real estate education and business and his involvement in his community make him highly qualified to be the fourth recipient of this coveted award."

The 1999-2000 Edition of the Official Manual of the Tennessee Real Estate Commission will soon be mailed to licensees.

The 1999 TREC Seminar Schedule is printed on the tear off section of this News-Journal

Topics for Discussion:
New Laws
New Rules
Personal Assistants
Risk Reduction

Tennessee Real Estate Commission

Tenth Annual Seminar

TWO (2) HOURS TREC APPROVED CE

Coming to a Place Near You

Topics to Be Covered and Discussed

New Laws - 1999 Legislative Session

New Rules - Effective December 15, 1998

Assistants - Licensed and Unlicensed

Risk Reduction

Schedule: NO RESERVATIONS NEEDED

July 26, 1999 9:00 AM and 1:00 PM	Nashville	306 Gay Street
July 28, 1999 1:00 PM	Davy Crockett State Park	Highway 64 West
August 11, 1999 2:00 PM	Morristown	Ramada Inn
August 18, 1999 1:00 PM	Jackson	40 Old Hickory Cove
August 19, 1999 9:00 AM and 1:00 PM	Memphis	6393 Poplar
August 31, 1999 9:00 AM and 1:00 PM	Knoxville	Weisgarber Road
September 15, 1999 9:00 AM and 1:00 PM	Chattanooga	3501 Amnicola Hwy
September 29, 1999 1:00 PM	Cumberland Mtn. State Park	Highway 127 South
November 3, 1999 9:00 AM and 1:00 PM	Sevierville	Oak Tree Lodge

**Department of Commerce and Insurance
Tennessee Real Estate
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Tennessee Real Estate Commission**

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FRANCES W. ALMANY, Vice Chairman
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Memphis

PERCY WILKINS, Public Member
Nashville

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Editor: KATHY M. RIGGS, Ph.D.,
Education Director

**1999 TREC Meeting
Schedule**

August 4-5 Nashville

Sept. 1-2 Knoxville

Oct. 13-14 Nashville

Nov. 4-5 Sevierville

Dec. 1-2 Nashville

**All Meetings are Open
to all licensees and the
public.**

"The Tennessee Department of Commerce and Insurance is committed to principles of equal opportunity, equal access, and affirmative action." Contact the EEO Coordinator or ADA Coordinator (615) 741-0480, for TDD 615-741-7190



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